

Date: October 23, 2021

To, BSE Limited ("BSE"), Corporate Relationship Department, 2 nd Floor, New Trading Ring, P.J. Towers, Dalal Street, Mumbai – 400 001.	To, National Stock Exchange of India Limited ("NSE") Exchange Plaza, 5 th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051
BSE Scrip Code: 539876	NSE Symbol: CROMPTON
ISIN: INE299U01018	ISIN: INE299U01018
Our Reference: 94/2021-22	Our Reference: 94/2021-22

Dear Sir/Madam,

Sub: Highlights of Q-2 of FY 2021-22

This is in continuation of our letter dated October 22, 2021 regarding Outcome of Board Meeting held on October 22, 2021 wherein the Company had approved the Statement showing the Unaudited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2021 along with Statement of Assets and Liabilities as at half year ended September 30, 2021 (Standalone and Consolidated).

In this regard please find attached the highlights of Q-2 of FY 2021-22.

You are requested to kindly take the above information on your record.

Thanking you,

For Crompton Greaves Consumer Electricals Limited



Pragya Kaul
Company Secretary & Compliance Officer

Encl: A/a

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**Information Update – Q2 FY22
(Standalone)**

October 2021

- Quarterly Update
- Key Highlights – Q2 FY 22
- Summary of Q2 Results
- Segment Details
- Cash Flow highlights
- Cash / (Debt)
- Key Financial Ratios

- Health and safety of our employees continues to be of utmost importance to the company
- We have also resumed our offices with 50% capacity only for fully vaccinated employees and are adopting to the hybrid model.
- 77% of our employees are fully vaccinated.
- Currently there is no active Covid case amongst our employees.
- Sales operations (dealers, distributors and retailers including e-commerce and modern trade), manufacturing and logistics operations continue to function smoothly.
- We have witnessed growth across geographies and product categories.
- Alternate channels such as Rural & E-Com continue to deliver robust growth.
- Commodity prices remained elevated in Q2.
- Cost reduction, mix improvement & pricing actions have mitigated the commodity led input cost increase.



▪ ECD Performance

(18% CAGR over Q2 FY20, Fans- 20% CAGR , Appliances- 34% CAGR; ECD 18% GoLY)

- Broad based growth across all product lines.
 - Strong performance with a growth of 17% over last year in Fans driven by premium & deco fans
 - Appliance business continues exponential growth of 37% GoLY driven by core categories -Mixer Grinder & Geysers.
 - Pump business grew by 8% over last year.
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▪ Lighting Performance (B2C - 8% CAGR over Q2 FY20)

- B2C Lighting LED continue to witness healthy value growth of 19% over last year.
 - Lighting B2B & B2G business continue to face slow order pick up.
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▪ Material margins remain healthy at 32%

- ECD margins are at 21 %, improved sequentially by 340 bps.
 - Lighting EBIT margins stood at 11.4%, sequential improvement of 140 bps.
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▪ Market Share gains and leveraging alternate channel

- We continued to gain market share in Fans (+1.8%)
 - E-commerce and MT channel delivered 17% growth YoY; Rural channel continued its superior growth of 196% YoY
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▪ Cash Conversion

- We continue to maintain a healthy Balance sheet to support business requirements and invest in long term growth of the company.

Summary of Standalone Q2 Results

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Particulars	Q2 FY22 Rs. Cr	Q2 FY21 Rs. Cr	GoLY	Q1 FY22 Rs. Cr
Net Sales	1,385	1,198	15.6%	1,046
Less: Material Cost	941	804	17.1%	709
Material Margin	443	394	12.4%	337
as a % of Net Sales	32.0%	32.9%		32.3%
Employee Cost	96	80	20.8%	89
Advertisement & Sales Promotion	18	25	-27.3%	25
Other Expenses	114	104	10.2%	101
EBIDTA	215	186	15.5%	124
as a % of Net Sales	15.5%	15.5%		11.8%
Less: Depreciation & Amortization	10	8	31.3%	8
EBIT	205	178.20	14.8%	116
as a % of Net Sales	14.8%	14.9%		11.1%
Less: Finance Cost	8	11	-27.9%	10
Add: Other Income	28	17	67.8%	19
Profit Before Tax	225	184	22.2%	125
as a % of Net Sales	16.2%	15.3%		11.9%
Tax Expenses	54	47	15.8%	32
Net Profit	170	137	24.4%	93
as a % of Net Sales	12.3%	11.4%		8.9%

- Employee cost up due to increments and capability building
- Other expenses higher due to increased activity

Segment Revenue

Particulars	Q2 FY22	Q2 FY21	GoLY	Q1 FY22
	Rs. Cr	Rs. Cr		Rs. Cr
Electrical Consumer Durables	1,096	932	18%	884
Lighting Products	288	267	8%	162
Total Income from Operation	1,385	1,198	16%	1,046

Segment EBIT

Particulars	Q2 FY22		Q2 FY21		Q1 FY22	
	Rs. Cr	EBIT %	Rs. Cr	EBIT %	Rs. Cr	EBIT %
Electrical Consumer Durables	230	21.0%	196	21.0%	156	17.6%
Lighting Products	33	11.4%	28	10.4%	16	10.0%
Total	263	19.0%	224	18.7%	172	16.4%

- ECD margins maintained YoY and improved sequentially.
- Lighting EBIT Margins improved by 100 bps YoY and stood at 11.4% on back of better operating leverage and cost optimization.

Cash Flow Highlights

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Particulars	Q2 FY 22	Q2 FY 21
	Rs Cr.	Rs Cr.
Profit before exceptional items and tax	224	184
Adjustments for:		
Depreciation	10	8
Interest and other adjustments	-9	0
(Increase) / Decrease in Working Capital	153	148
Cash from Operation	378	339
Taxes paid	-66	-48
Net Cash from Operating Activities (A)	312	291
Cash flows from Investing Activities		
Interest income	10	3
Dividend received	12	-
(Purchase) / sale of current investments (net)	-342	-125
Investment in bank deposits (net)	269	-
Purchase of Fixed Assets	-13	-6
Net Cash (used in) /from investing activities (B)	-63	-127
Cash flows from financing Activities		
Proceeds from issue of shares	4	1
Proceeds from Short Term Borrowings (Net)	-6	-37
Payment of dividend including dividend distribution tax	-157	-0
Repayment of Lease Liability	-6	-3
Interest paid and Cost of debentures repaid	180	-1
Net Cash (used in) /from financing activities (C)	-165	-40
Net increase / (decrease) in cash and Bank balances	84	124
Opening balance of Cash/Bank Balances	46	66
Closing Balance of Cash/Bank Balances	130	189

- Working capital reduction on back of production/inventory rationalization

- Rs 2.5 dividend per share paid in Q2

- Cash / Bank includes FD's with maturity less than 3 months

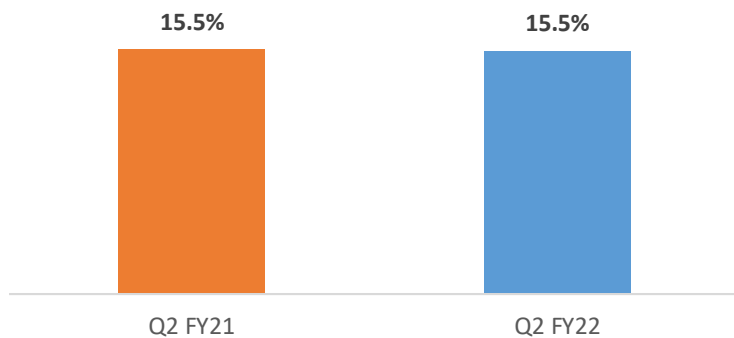
Particulars	As on Sept 21 Rs. Crs	As on Sept 20 Rs. Crs	As on June 21 Rs. Crs
Cash and Cash Equivalent	130	189	46
Other Bank Balances	72	24	342
Current Investment	984	1,018	632
Less: Total Debt*	300	479	305
Net Cash / (Debt)	886	753	715
Net Debt/Equity	NA	NA	NA
Net Debt/EBIDTA (Annualised)	NA	NA	NA

**Excludes Interest Accrued on debt*

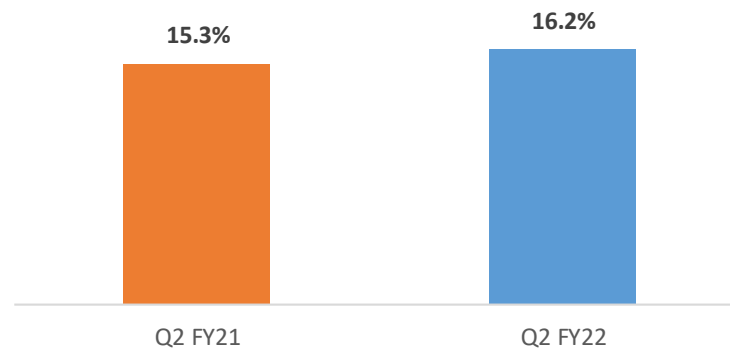
Key Financial Ratios

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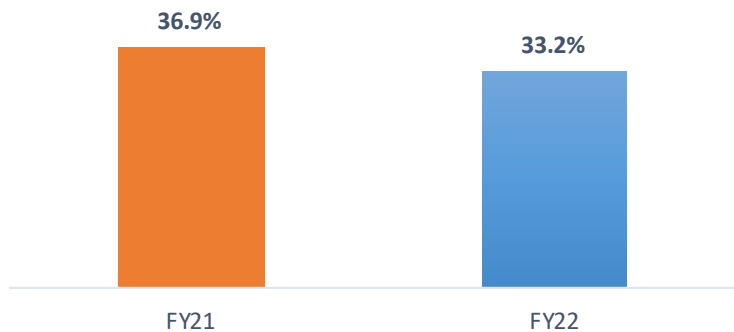
EBIDTA Margins



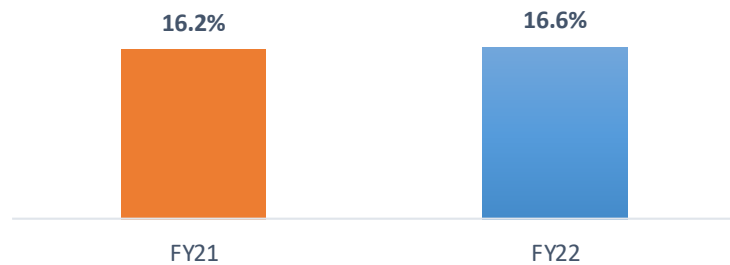
PBT Margins



RoCE



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Thank You